



Invoice No.: IND-1016-00009

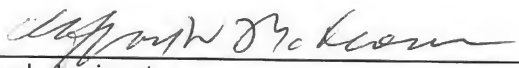
Sold To:

Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 7/20/2017
Order Number: 0017544779
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2016 - 9/30/2017
Contract Amount: \$2,250,000.00
Contract Number: 17466
Date of Services: 6/1/2017 - 6/30/2017
Payment requested for: Real Alternatives, Inc.
Description of Services and Tot: \$ 217,585.41
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature


Date



STANDARDS FOR
EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)
www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy & Support Services Program

October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-May 2017	Actual Cost Jun-17	Actual Expenses YTD-June 2017	Remaining Cost July 2017 to Sep-2017
Administrative Salary		President & CEO	\$55,000.00	21,654.09	5,309.86	26,963.95	\$28,036.05
Administrative Salary		VP of Administration	\$20,000.00	13,531.78	2,844.34	16,376.12	\$3,623.88
Administrative Salary		Assistant Director of Finance	\$0.00	-	\$0.00	-	\$0.00
Administrative Salary		Senior Accountant	\$6,000.00	5,366.36	\$987.03	6,353.39	(\$353.39)
Administrative Salary		Junior Accountant	\$0.00	-	\$0.00	-	\$0.00
Administrative Salary		Bookkeeper	\$2,000.00	710.15	\$274.33	984.48	\$1,015.52
Services Salary		VP of Operations	\$40,000.00	12,407.09	\$1,998.65	14,405.74	\$25,594.26
Services Salary		Indiana Services Director	\$40,000.00	-	\$0.00	-	\$40,000.00
Services Salary		Services Coordinator	\$10,000.00	3,332.37	\$748.15	4,080.52	\$5,919.48
Services Salary		Services Assistance	\$7,500.00	2,762.35	\$731.72	3,494.07	\$4,005.93
Services Salary		Billing Coordinator	\$5,000.00	1,517.52	\$1,414.15	2,931.67	\$2,068.33
Services Salary		Service Provider Approval	\$2,000.00	56.16	\$0.00	56.16	\$1,943.84
Services Salary		Service Provider Monitoring	\$3,000.00	63.13	\$20.39	83.52	\$2,916.48
Services Salary		Hotline Counselor	\$2,000.00	849.55	\$234.70	1,084.25	\$915.75
		Subtotal	\$192,500.00	\$62,250.55	\$14,563.32	\$76,813.87	\$115,686.13
Administrative Fringe		Unused Sick	\$0.00	-	\$0.00	-	\$0.00
Services Fringe		Unused Sick	\$0.00	-	\$0.00	-	\$0.00
Administrative Fringe		Payroll Taxes	\$5,000.00	2,504.03	\$553.05	3,057.08	\$1,942.92
Services Fringe		Payroll Taxes	\$9,000.00	1,237.48	\$316.59	1,554.07	\$7,445.93
Administrative Fringe		Workers' Comp	\$500.00	164.83	\$21.90	186.73	\$313.27
Services Fringe		Workers' Comp	\$500.00	134.86	\$17.92	152.78	\$347.22
Administrative Fringe		Pension	\$2,500.00	1,102.31	\$223.76	1,326.07	\$1,173.93
Services Fringe		Pension	\$2,000.00	483.82	\$118.91	602.73	\$1,397.27
Administrative Fringe		Employee Group Ins	\$14,000.00	6,660.67	\$965.48	7,626.15	\$6,373.85
Services Fringe		Employee Group Ins	\$10,000.00	2,689.29	\$393.41	3,082.70	\$6,917.30
		Subtotal	\$43,500.00	\$14,977.29	\$2,611.02	\$17,588.31	\$25,911.69
Administrative Travel		Travel/Lodging	\$500.00	20.53	\$-	20.53	\$479.47
Services Travel		Travel	\$10,000.00	1,216.50	\$185.84	1,402.34	\$8,597.66
		Subtotal	\$10,500.00	\$1,237.03	\$185.84	\$1,422.87	\$9,077.13
Administrative Supplies		Office Expense	\$31,000.00	2,232.61	\$502.15	2,734.76	\$28,265.24
Administrative Supplies		Computer Resources/Upgrade:	\$15,000.00	-	\$-	-	\$15,000.00
Services Supplies		Client Education Materials	\$20,000.00	6,543.45	\$5,014.83	11,558.28	\$8,441.72
Services Supplies		Pregnancy Test Kits	\$5,000.00	3,597.00	\$370.60	3,967.60	\$1,032.40
		Subtotal	\$71,000.00	\$12,373.06	\$5,887.58	\$18,260.64	\$52,739.36
Administrative Contracts		Accounting/IT/Legal consulting	\$10,000.00	1,189.69	\$1,648.62	2,838.31	\$7,161.69
Administrative Contracts		Auditing	\$4,000.00	2,073.19	\$425.83	2,499.02	\$1,500.98
Administrative Contracts		Copier Service Contracts	\$750.00	409.28	\$38.16	447.44	\$302.56
Services Contracts		Client Service Providers	\$1,809,500.00	1,264,188.54	\$190,736.92	1,454,925.46	\$354,574.54
Services Contracts		Meetings/Seminars/Conference	\$7,000.00	-	\$-	-	\$7,000.00
Services Contracts		Services Advertising	\$0.00	-	\$0.00	-	\$0.00
Services Contracts		Services Database Consulting	\$15,000.00	4,250.00	\$21.25	4,271.25	\$10,728.75
		Subtotal	\$1,846,250.00	\$1,272,110.70	\$192,870.78	\$1,464,981.48	\$381,268.52
Administrative Other		Professional Development	\$2,000.00	822.04	\$137.66	959.70	\$1,040.30
Administrative Other		Job advertising	\$500.00	290.79	\$-	290.79	\$209.21
Administrative Other		New employee screening	\$250.00	-	\$-	-	\$250.00
Administrative Other		Postage/Shipping	\$10,000.00	1,537.03	\$20.55	1,557.58	\$8,442.42
Administrative Other		Rent	\$40,000.00	6,331.19	\$843.63	7,174.82	\$32,825.18
Administrative Other		Telephone Service	\$3,500.00	1,183.33	\$234.75	1,418.08	\$2,081.92
Administrative Other		General Business Liability Ins	\$1,000.00	295.06	\$39.21	334.27	\$665.73
Administrative Other		Insurance - Directors & Officer	\$1,500.00	736.56	\$97.89	834.45	\$665.55
Services Other		Toll Free Referral System	\$2,500.00	531.38	\$93.18	624.56	\$1,875.44
Services Other		Contract Clostout Cost	\$25,000.00	-	\$-	-	\$25,000.00
		Subtotal	\$86,250.00	\$11,727.38	\$1,466.87	\$13,194.25	\$73,055.75
Administrative			\$225,000.00	68,815.52	\$15,168.20	83,983.72	\$141,016.28
Services			\$2,025,000.00	\$1,305,860.49	\$202,417.21	\$1,508,277.70	\$516,722.30
Total			\$2,250,000.00	\$1,374,676.01	\$217,585.41	\$1,592,261.42	\$657,738.58

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2016-17

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-May 2017	Jun-17	YTD-June 2017	July 2017 to Sep-2017
President & CEO	\$55,000.00	\$ 21,654.09	\$ 5,309.86	\$ 26,963.95	\$28,036.05
VP of Administration	\$20,000.00	\$ 13,531.78	\$ 2,844.34	\$ 16,376.12	\$3,623.88
Assistant Director of Finance	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Senior Accountant	\$6,000.00	\$ 5,366.36	\$987.03	\$ 6,353.39	(\$353.39)
Junior Accountant	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Bookkeeper	\$2,000.00	\$ 710.15	\$274.33	\$ 984.48	\$1,015.52
Professional Development	\$2,000.00	\$ 822.04	\$137.66	\$ 959.70	\$1,040.30
Payroll Taxes	\$5,000.00	\$ 2,504.03	\$553.05	\$ 3,057.08	\$1,942.92
Workers Compensation Insurance	\$500.00	\$ 164.83	\$21.90	\$ 186.73	\$313.27
Pension	\$2,500.00	\$ 1,102.31	\$223.76	\$ 1,326.07	\$1,173.93
Employee Group Insurance	\$14,000.00	\$ 6,660.67	\$965.48	\$ 7,626.15	\$6,373.85
Job Advertising	\$500.00	\$ 290.79	\$ -	\$ 290.79	\$209.21
New Employee Screening	\$250.00	\$ -	\$ -	\$ -	\$250.00
Total Personnel	\$ 107,750.00	\$ 52,807.05	\$ 11,317.41	\$ 64,124.46	\$ 43,625.54
Operating	Budgeted Dollars				
Accounting/IT/Legal Consulting	\$10,000.00	\$ 1,189.69	\$1,648.62	\$ 2,838.31	\$7,161.69
Postage/Shipping	\$10,000.00	\$ 1,537.03	\$20.55	\$ 1,557.58	\$8,442.42
Auditing	\$4,000.00	\$ 2,073.19	\$425.83	\$ 2,499.02	\$1,500.98
Travel/Lodging	\$500.00	\$ 20.53	\$0.00	\$ 20.53	\$479.47
Rent	\$40,000.00	\$ 6,331.19	\$843.63	\$ 7,174.82	\$32,825.18
Telephone Service	\$3,500.00	\$ 1,183.33	\$234.75	\$ 1,418.08	\$2,081.92
General Business Liability Insurance	\$1,000.00	\$ 295.06	\$39.21	\$ 334.27	\$665.73
Insurance-Directors & Officers	\$1,500.00	\$ 736.56	\$97.89	\$ 834.45	\$665.55
Office Expense	\$31,000.00	\$ 2,232.61	\$502.15	\$ 2,734.76	\$28,265.24
Computer Resources	\$15,000.00	\$ -		\$ -	\$15,000.00
		\$ -		\$ -	
Total Operating	\$ 116,500.00	\$ 15,599.19	\$ 3,812.63	\$ 19,411.82	\$ 97,088.18
Equipment	Budgeted Dollars				
Equipment Service Contracts	\$750.00	\$ 409.28	\$38.16	\$ 447.44	\$302.56
Total Administrative Expenses	\$ 225,000.00	\$ 68,815.52	\$ 15,168.20	\$ 83,983.72	\$ 141,016.28

Actual Services Expenses
Indiana: Fiscal Year 2016-17

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-May 2017	Jun-17	YTD-June 2017	July 2016 to Sep-2016
Vice President of Operations	\$40,000.00	\$ 12,407.09	\$1,998.65	\$ 14,405.74	\$25,594.26
Indiana Services Director	\$40,000.00	\$ -	\$0.00	\$ -	\$40,000.00
Services Coordinator	\$10,000.00	\$ 3,332.37	\$748.15	\$ 4,080.52	\$5,919.48
Billing Coordinator	\$5,000.00	\$ 1,517.52	\$1,414.15	\$ 2,931.67	\$2,068.33
Services Assistance	\$7,500.00	\$ 2,762.35	\$731.72	\$ 3,494.07	\$4,005.93
Service Provider Approval	\$2,000.00	\$ 56.16	\$0.00	\$ 56.16	\$1,943.84
Service Provider Monitoring	\$3,000.00	\$ 63.13	\$20.39	\$ 83.52	\$2,916.48
Hotline Counselor	\$2,000.00	\$ 849.55	\$234.70	\$ 1,084.25	\$915.75
Payroll Taxes	\$9,000.00	\$ 1,237.48	\$316.59	\$ 1,554.07	\$7,445.93
Workers Compensation Insurance	\$500.00	\$ 134.86	\$17.92	\$ 152.78	\$347.22
Pension	\$2,000.00	\$ 483.82	\$118.91	\$ 602.73	\$1,397.27
Employee Group Insurance	\$10,000.00	\$ 2,689.29	\$393.41	\$ 3,082.70	\$6,917.30
Total Personnel	\$ 131,000.00	\$ 25,533.62	\$ 5,994.59	\$ 31,528.21	\$ 99,471.79
Operating	Budgeted Dollars				
Client Education Materials	\$20,000.00	\$ 6,543.45	\$5,014.83	\$ 11,558.28	\$8,441.72
Services Advertising	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Meetings/Seminars/Conference	\$7,000.00	\$ -	\$0.00	\$ -	\$7,000.00
Travel/Lodging To Service Provider	\$10,000.00	\$ 1,216.50	\$185.84	\$ 1,402.34	\$8,597.66
Srvcs Database Consulting & Dev	\$15,000.00	\$ 4,250.00	\$21.25	\$ 4,271.25	\$10,728.75
Client Service Providers	\$1,809,500.00	\$ 1,264,188.54	\$190,736.92	\$ 1,454,925.46	\$354,574.54
Toll-free Referral System	\$2,500.00	\$ 531.38	\$93.18	\$ 624.56	\$1,875.44
Contract Closeout Cost	\$25,000.00	\$ -	\$0.00	\$ -	\$25,000.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
Total Operating	\$ 1,889,000.00	\$ 1,276,729.87	\$ 196,052.02	\$ 1,472,781.89	\$ 416,218.11
Equipment	Budgeted Dollars				
Pregnancy Test Kits	\$5,000.00	\$ 3,597.00	\$370.60	\$ 3,967.60	\$1,032.40
Total Services Expenses	\$ 2,025,000.00	\$ 1,305,860.49	\$ 202,417.21	\$ 1,508,277.70	\$ 516,722.30